

Message Text

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PAGE 01 STATE 140594

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ORIGIN EB-11

INFO OCT-01 EUR-06 ISO-00 COME-00 RSC-01 /019 R

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DRAFTED BY: TCED/BDC:GRDELGADO:LCSANTONE DIR

APPROVED BY: EB/OCA/REP:MWDONOVAN

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R 282121Z JUN 74

FM SECSTATE WASHDC

TO AMEMBASSY THE HAGUE

UNCLAS STATE 140594

E.O. 11652: N/A

TAGS: BFOL, NL

SUBJ: EXPORT TRADE OPPORTUNITY - WHITTAKER CORP.,
LA MESA, CALIFORNIA

REF: THE HAGUE 3181

1. CONTACTED JACK CARTER, WHITTAKER, REURTEL, WHO ADVISES HIGH OPERATIONAL COSTS IN NETHERLANDS CAUSED WHITTAKER TO DESIST FROM MANUFACTURING THERE. WHITTAKER SETTING UP DUAL OPERATION OF SURVIVAL CAPSULE AND PLEASURE BOAT BUILDING OPERATION IN IRELAND.

2. AT PRESENT WHITTAKER NEGOTIATING SALES TERRITORY AGREEMENT WITH UK REPRESENTATIVE ELLIOTT & GARROOD, LTD. THAT WOULD INCLUDE NETHERLANDS. THIS IS REASON FOR NOT REPLYING TO DAVIT ENGINEERING CO., BUT JACK CARTER WILL BE IN THE HAGUE FOR THREE DAYS STARTING JULY 18TH. HIS VISIT WILL INCLUDE CALLS TO DAVIT ENGINEERING CO. AND EMBASSY. WE SUPPLIED EMBASSY'S TELEPHONE NUMBER TO CARTER TO CALL PRIOR TO ARRIVAL. SISCO

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE140594
Document Source: CORE
Document Unique ID: 00
Drafter: TCED/BDC:GRDELGADO:LCSANTONE DIR
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740173-0132
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974063/aaaaabuj.tel
Line Count: 50
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: THE HAGUE 3181
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 10 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <10 JUN 2002 by phillir0>; APPROVED <14 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXPORT TRADE OPPORTUNITY - WHITTAKER CORP., LA MESA, CALIFORNIA
TAGS: BFOL, NL
To: THE HAGUE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005